



# Registration Form



## Export Directory of U.S. Food Distribution Companies

The Export Directory of U.S. Food Distribution Companies can be found on-line at <http://www.fas.usda.gov/agexport/directory/main.html>.

Please respond via e-mail or print this form and fax to (202) 205-2963 Attn: ANNE.

### Introduction

The mission of the Foreign Agricultural Service (FAS) is to promote exports of U.S. food, farm, seafood, fishery and forestry products. One of the ways that this is accomplished is with the Export Directory of U.S. Food Distribution Companies. The list provides the names of qualified U.S. exporters that have the capacity to provide products directly to a foreign buyer. Your company will also be included in our mailing list and will receive notices about export opportunities, trade shows and promotional activities which FAS is involved and/or financially supports.

Please be aware that according to the Paperwork Reduction Act of 1995, an agency may not conduct or sponsor and a person is not required to respond to, a collection of information unless it displays a valid OMB control number. The valid OMB number for this information collection is 0551-0031. The time required to complete this information collection is estimated to average 20 minutes per response, including the time for reviewing instructions, searching existing data sources, gathering & maintaining data needed for completing & reviewing the collection of information.

1. Company name: \_\_\_\_\_

Secondary business name: \_\_\_\_\_

Street address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip code: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax Number: \_\_\_\_\_

Contact Name: \_\_\_\_\_ Title: \_\_\_\_\_

E-mail Address: \_\_\_\_\_

Website Address: \_\_\_\_\_

Year founded: \_\_\_\_\_ Sales Volume: \_\_\_\_\_ Number of Employees: \_\_\_\_\_

### 2. Business/Export Services: These can include

- |  |  |
|--|--|
| <input type="checkbox"/> A. Export Management      | <input type="checkbox"/> D. Consolidation                              |
| <input type="checkbox"/> B. Product Representation | <input type="checkbox"/> E. Freight Forward and Distribution Services  |
| <input type="checkbox"/> C. Broker Services        | <input type="checkbox"/> F. Manufactures/Distributes Own Branded Label |

### 3. What regions of the world are you interested in selling to? Please check all that apply:

- |  |  |
|--|--|
| <input type="checkbox"/> A. Western Europe                     | <input type="checkbox"/> I. North Africa                     |
| <input type="checkbox"/> B. Eastern Europe and Russia          | <input type="checkbox"/> J. Middle East                      |
| <input type="checkbox"/> C. Central America (excluding Mexico) | <input type="checkbox"/> K. Northeast Asia (excluding China) |
| <input type="checkbox"/> D. Mexico                             | <input type="checkbox"/> L. China                            |
| <input type="checkbox"/> E. The Caribbean                      | <input type="checkbox"/> M. Southeast Asia (excluding India) |
| <input type="checkbox"/> F. South America                      | <input type="checkbox"/> N. India                            |
| <input type="checkbox"/> G. Canada                             | <input type="checkbox"/> O. Australia and Oceania            |
| <input type="checkbox"/> H. Subsaharan Africa                  | <input type="checkbox"/> P. All Regions                      |

4. What countries are you interested in selling to? Please check all that apply:  
Several of our overseas posts have indicated that while a company may have indicated an area of geographical interest, they may not be interested in a particular market. The following posts have indicated that they have requests for distributors of mixed containers:

- ☐ Brazil  
☐ Egypt  
☐ Nigeria  
☐ United Arab Emirates
- ☐ Vietnam  
☐ Hong Kong  
☐ Korea  
☐ Argentina

5. What products are you currently exporting? Please check all that apply:

- ☐ A. Beverages  
☐ B. Dairy Products and Eggs  
☐ C. Fish and Seafood Products  
☐ D. Frozen Products  
☐ E. Fruit Products
- ☐ F. Grocery Products  
☐ G. Ingredients  
☐ H. Meat and Poultry Products  
☐ I. Pasta and Bakery Products
- ☐ J. Perishables  
☐ K. Snack Foods  
☐ L. Specialty Foods  
☐ M. Vegetable Products

6. Are any of your product lines (those exported) classified as:

- ☐ A. Certified Organic  
☐ B. Not Certified Organic/Natural Foods  
☐ C. Kosher
- ☐ D. Halal  
☐ E. Food Service  
☐ F. Does Not Apply

7. Additional Questions:

	YES	NO
Do you provide private labeling?		
Do you provide local language labeling?		
Do you provide pack date/expiration labeling?		
Do you offer product reformulation?		
Do you offer financing?		
Do you have available:		
Pet food		
Non-food grocery items (i.e. plastic wrap, paper products)		
Alcoholic beverages (Wine, beer, spirits)		

8. Product Range details:

How many SKUs do you carry? \_\_\_\_\_

Do you carry national brands? \_\_\_\_\_ Yes      \_\_\_\_\_ No

- If yes, please list: \_\_\_\_\_

Additional information/Comments/Questions: \_\_\_\_\_

## 9. Custom Matchmaking:

FAS overseas offices often receive specific inquiries from foreign buyers.

These inquiries are often handled using our “Trade Leads” program. You can register to receive FAS Trade Leads free of charge by visiting <http://www.fas.usda.gov/agexport/tleadsinfo.html>.

Our overseas offices often also use our “U.S. Suppliers List” (USL) to also find potential suppliers. You can register for the USL free of charge by visiting <http://www.fas.usda.gov/ussupplier/>.

There are instances, however, in which the foreign buyer is seeking a specific product (i.e. dairy whipped cream in cans) or unusual products (i.e. grapefruit fiber). In these cases, our office offers a “Custom Matchmaking Service”. Using contacts with producer associations, State Regional Trading Groups, and State Departments of Agriculture, the staffer (Anne Almond) tries to find suppliers.

Given the wide range of products that are offered by companies in the *Export Directory of U.S. Food Distribution Companies*, you will occasionally receive information on specific requests from FAS. If you do **NOT** want to receive these inquiries (via e-mail), please indicate this below.

I would like to be contacted as a possible supplier for specific products as a part of the Custom Matchmaking Service: \_\_\_\_\_ Yes \_\_\_\_\_ No

## 10. Trade Show Office

Our Trade Show office frequently mails (via post, not e-mail) information and notices about international trade show opportunities that are USDA supported. (For more information visit <http://www.fas.usda.gov/agexport/tsinfo.html>.)

For example, a newer program by the Trade Show Office is the “American Café”. The American Café is a special area within the USA Pavilion where you can display and highlight your products at international shows, without the expense associated with a full booth. Your sample products will be prepared and distributed to potential importers by USDA overseas or Trade Show Office staff. FAS sends you feedback and leads immediately after the show, providing you with the opportunity to follow up with potential buyers or importers. This opportunity has a fee of approximately \$350 per show. (For more information on American Café opportunities please contact Maria Nemeth-Ek at (202) 720-3623 or via e-mail at [Maria.Nemeth-Ek@fas.usda.gov](mailto:Maria.Nemeth-Ek@fas.usda.gov).)

I would like to receive trade show mailings from USDA-FAS \_\_\_\_\_ Yes \_\_\_\_\_ No

(These trade show mailings are sent directly from FAS. Your contact information will **NOT** be shared with the trade show promoters.)

THANK YOU!

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